

@home®

Nilkamal Limited



Head Office : Nilkamal House, 77/78, Road No. 13/14, M.I.D.C., Andheri (East), Mumbai - 400 093, INDIA. Tel. : (91-22) 4235 8888

Material Handling Division : Fax : (91-22) 2836 1923 • E-mail : marketing@nilkamal.com

Furniture Division : Fax : (91-22) 2835 3556 • E-mail : furniture@nilkamal.com

@home Division : Fax : (91-22) 2837 2787 • E-mail : connect@at-home.co.in • Visit us at : www.nilkamal.com • Visit us at : www.af-home.co.in

3rd August, 2018

Nilkamal Limited – Press Release on Q1 FY19 Results

Nilkamal Limited announces its Unaudited Financial Results for the First Quarter ended 30th June, 2018.

Financial Highlights

Growth in:-

Revenues by 17% (Volume by 13%)

EBIDT by 19%

Profit before Tax by 25%

Profit after tax by 37%

(₹ in Crore)

Particulars	Q1		Quarter ending	Previous Year
	FY 2019	FY 2018	31 st March, 2018.	ended 31 st March, 2018.
Net sales	571.79	487.59	596.06	2071.16
EBIDTA	56.72	47.60	67.25	239.72
PBT	41.40	33.25	52.60	178.76
PAT	30.71	22.37	33.82	117.11
Basic EPS	20.58	14.99	22.66	78.48
Cash EPS	28.67	22.88	30.30	111.06

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During Q1 FY19, the Company's plastic business achieved turnover of ₹ 522.57 crores vis-à-vis ₹ 431.56 crores of corresponding quarter of previous year, rise of 21%, whereas the EBIDT recorded for Q1 FY 19 is ₹ 55.70 crores for the period under review as compared to ₹ 45.11 for Q1 FY18, a rise of 23.5%. The PBT of the said business for Q1 FY19 stood at ₹ 41.35 crores as against ₹ 32.32 crores of the Q1 FY18. The plastics business of the Company exhibited a volume growth of 13% and value growth of 21% respectively on a y-o-y basis. During the quarter under review challenges such as uptrend in the raw material prices alongwith volatility of crude prices generated a lot of business uncertainty. But inspite of the said headwinds, the Company remains quite optimistic for the growth in its business.

The Company's retail business '@home' achieved a sales of ₹ 49.21 crores against ₹ 56.03 crores, degrowth of 12% on a y-o-y basis and recorded PBT of ₹ 0.04 crores. The degrowth was majorly on account of increased sales during pre GST period in Q1 FY 18. All the stores, except one, has achieved profits at store level. Further the retail business "@home" has opened a new store at Indore under a franchise arrangement and is further in the process of opening few more stores under the said arrangement.

The Company's mattress business has achieved sales of ₹ 16.47crores as against as ₹ 11.72 crores of the Q1 FY18.

Capex spends of the Company for Q1 FY19 stood at ₹ 23.51 crores, which was towards building, moulds, plant & machineries and office & factory equipment etc.

Both the Company's Joint Venture companies viz. Nilkamal Bito Storage Systems Private Limited and Cambro Nilkamal Private Limited displayed a topline growth of 43% and showed a corresponding hike in their profits on y-o-y basis. Further there is a drop in the turnover of one of its subsidiary Company at Srilanka whereas the other Subsidiary Company at Ajman exhibited growth in its turnover alongwith profits.

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About Nilkamal

Nilkamal Limited is an industry pioneer in the manufacturing business of moulded furniture and material handling products with diversified product profile across various segments along with a diversified customer base including household customers, industrial customers and retail buyers. It is also having its presence in the retail business of lifestyle furniture, furnishings and accessories under its brand '@home' & Nilkamal Mattresses.

Cautionary Statement

Some of the statements in this communication that are not historical facts are forward looking statements. These statements are based on the present business environment and regulatory framework. Developments that could affect the Company's operations include significant changes in political and economic environment in India, tax laws, import duties, litigation and labour relations. We assume no responsibility for any action taken based on the said information, or to update the same as circumstances change.

For Nilkamal Limited

Priti Dave
Company Secretary

